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Expires: October 31, 2004 Estimated average burden

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ANNUAL AUDITED REPORT

FORM X-17A-5 PART III

Information Required of Brokers and Dealers Pursuant to Section 15 of the Securities Exchange Act of 1934 and Rule 17a-5 Thereunder

| REPORT FOR THE PERIOD BEGINNING   | 1/1/02                               | AND ENDING     | 12/31/02                       |
|---|--------------------------------------|----------------|--------------------------------|
|   | MM/DD/YY                             |                | MM/DD/YY                       |
| A. REGIST   | RANT IDENTIFICA                      | ATION          |                                |
| NAME, OF BROKER-DEALER: RODGE   | ERS BROTHERS INC.                    |                | OFFICIAL USE ONLY              |
| ADDRESS OF PRINCIPAL PLACE OF BUSINES   | SS: (Do not use P.O. Box             | No.)           | FIRM I.D. NO.                  |
| 700 WOOD STREET 7TH FLOOR   |                                      |                |                                |
| •   | (No. and Street)                     |                |                                |
| PITTSBURGH  | PA                                   |                | 15222                          |
| (City)  | (State)                              |                | (Zip Code)                     |
| NAME AND TELEPHONE NUMBER OF PERSO<br>MARK RODGERS  | ON TO CONTACT IN RE                  | GARD TO THIS R | EPORT<br>(412) 281 1940        |
|   |                                      |                | (Area Code - Telephone Number) |
| B. ACCOU  | NTANT IDENTIFIC                      | ATION          |                                |
| INDEPENDENT PUBLIC ACCOUNTANT whose SISTERSON AND COMPANY LLP   | e opinion is contained in            | his Report*    |                                |
| (None   | a if individual state last fin       | t middle nome) |                                |
|   | ne – if individual, state last, fir: |                | 1.7010 0000                    |
| 2101 GRANT BUILDING   | PITTSBURG                            | H PA           | 15219 2300 · (7in Code)        |
|   |                                      |                | 15219 2300<br>(Zip Code)       |
| 2101 GRANT BUILDING (Address)   | PITTSBURG                            | H PA           |                                |
| 2101 GRANT BUILDING (Address)   | PITTSBURG                            | H PA           | (Zip Code)                     |
| 2101 GRANT BUILDING (Address) CHECK ONE:  | PITTSBURG                            | H PA           |                                |
| 2101 GRANT BUILDING (Address)  CHECK ONE:  Certified Public Accountant  | PITTSBURG<br>(City)                  | H PA (State)   | (Zip Code)                     |
| 2101 GRANT BUILDING  (Address)  CHECK ONE:  Certified Public Accountant  Public Accountant  Accountant not resident in United S | PITTSBURG<br>(City)                  | H PA (State)   | (Zip Code)                     |

\*Claims for exemption from the requirement that the annual report be covered by the opinion of an independent public accountant must be supported by a statement of facts and circumstances relied on as the basis for the exemption. See Section 240.17a-5(e)(2)

MAR 1 2 2003

## OATH OR AFFIRMATION

| I, MARK RODGERS  | , swear (or affirm) that, to the best of   |
|--|--|
| my knowledge and belief the accompanying financial stateme RODGERS BROTHERS INC.   | nt and supporting schedules pertaining to the firm of  |
| of December 31, ,20  | , are true and correct. I further swear (or affirm) that   |
| neither the company nor any partner, proprietor, principal of  |  |
| classified solely as that of a customer, except as follows:  |  |
|  |  |
|  | $M\Omega I$  |
|  | Signature  |
|  | Title  |
| plenne Rodgen  |  |
| This report ** contains (check all applicable boxes):  (a) Facing Page.  | Notarial Seal Denise R. Rodgers, Notary Public Pittsburgh, Allegheny County My Commission Expires May 29, 2004 |
| <ul> <li>(a) Facing Fage.</li> <li>(b) Statement of Financial Condition.</li> <li>(c) Statement of Income (Loss).</li> <li>(d) Statement of Changes in Financial Condition.</li> </ul> | Member, Pennsylvania Association of Notaries   |
| (e) Statement of Changes in Stockholders' Equity or Par Tala (f) Statement of Changes in Liabilities Subordinated to (g) Computation of Net Capital.                                   |  |
| (h) Computation for Determination of Reserve Requirem (n) Information Relating to the Possession or Control Re   |  |
| Computation for Determination of the Reserve Requi   | rements Under Exhibit A of Rule 15c3-3. Statements of Financial Condition with respect to methods of           |

 $\begin{tabular}{ll} $consolidation. \\ \hline $\Begin{tabular}{ll} \Begin{tabular}{ll} \Be$ 

🗖a (m) A copy of the SIPC Supplemental Report.

(n) A report describing any material inadequacies found to exist or found to have existed since the date of the previous audit.

\*\*For conditions of confidential treatment of certain portions of this filing, see section 240.17a-5(e)(3).



Pittsburgh, Pennsylvania
15219-2300
FEB 2 7 2003

Phone 412.281.2025

Fax 412.338.4597

Web www.sisterson.com

Board of Directors Rodgers Brothers, Inc.

In planning and performing our audit of the tinancial statements and supplemental schedules of Rodgers Brothers, Inc. for the year ended December 31, 2002, we considered its internal control, including control activities for safeguarding securities, in order to determine our auditing procedures for the purpose of expressing our opinion on the financial statements and not to provide assurance on internal control.

Also, as required by rule 17a-5(g)(1) of the Securities and Exchange Commission (SEC), we have made a study of the practices and procedures followed by the Company, including tests of such practices and procedures that we considered relevant to the objectives stated in rule 17a-5(g), in making the periodic computations of aggregate indebtedness and net capital under rule 17a-3(a)(11) and for determining compliance with the exemptive provisions of rule 15c3-3. Because the Company does not carry securities accounts for customers or perform custodial functions relating to customer securities, we did not review the practices and procedures followed by the Company in any of the following:

- 1. Making the quarterly securities examinations, counts, verifications, and comparisons.
- 2. Recordation of differences required by rule 17a-13.
- 3. Complying with the requirements for prompt payment for securities under Section 8 of Federal Reserve Regulation T of the Board of Governors of the Federal Reserve System.

The management of the Company is responsible for establishing and maintaining internal control and the practices and procedures referred to in the preceding paragraph. In fulfilling this responsibility, estimates and judgements by management are required to assess the expected benefits and related costs of controls and of the practices and procedures referred to in the preceding paragraph and to assess whether those practices and procedures can be expected to achieve the SEC's above-mentioned objectives. Two of the objectives of internal control and the practices and procedures are to provide management with reasonable but not absolute assurance that assets for which the Company has responsibility are safeguarded against loss from unauthorized use or disposition and that transactions are executed in accordance with management's authorization and recorded properly to permit preparation of financial statements in accordance with accounting principles generally accepted in the United States of America. Rule 17a-5(g) lists additional objectives of the practices and procedures listed in the preceding paragraph.

Because of inherent limitations in internal control or the practices and procedures referred to above, error or fraud may occur and not be detected. Also, projection of any evaluation of them to future periods is subject to the risk that they may become inadequate because of changes in conditions or that the effectiveness of their design and operation may deteriorate.

Our consideration of internal control would not necessarily disclose all matters in internal control that might be material weaknesses under standards established by the American Institute of Certified Public Accountants. A material weakness is a condition in which the design or operation of the specific internal control components does not reduce to a relatively low level the risk that error or fraud in amounts that would be material in relation to the financial statements being audited may occur and not be detected within a timely period by employees in the normal course of performing their assigned functions. However, we noted no matters involving internal control, including control activities for safeguarding securities, that we consider to be material weaknesses as defined above.

We understand that practices and procedures that accomplish the objectives referred to in the second paragraph of this report are considered by the SEC to be adequate for its purposes in accordance with the Securities Exchange Act of 1934 and related regulations, and that practices and procedures that do not accomplish such objectives in all material respects indicate a material inadequacy for such purposes. Based on this understanding and on our study, we believe that the Company's practices and procedures were adequate at December 31, 2002, to meet the SEC's objectives.

This report is intended solely for the information and use of the Board of Directors, management, the SEC, the National Association of Securities Dealers, Inc. and other regulatory agencies that rely on rule 17a-5(g) under the Securities Exchange Act of 1934 in their regulation of registered brokers and dealers, and is not intended to be and should not be used by anyone other than these specified parties.

Situr & G. LLP

January 31, 2003



# AUDITED FINANCIAL STATEMENTS

RODGERS BROTHERS, INC.

Years ended December 31, 2002 and 2001



2101 Grant Building Pittsburgh, Pennsylvania 15219-2300 Phone 412.281.2025 Fax 412.338.4597 Web www.sisterson.com

## INDEPENDENT AUDITOR'S REPORT

To the Board of Directors of Rodgers Brothers, Inc.

We have audited the accompanying statements of financial condition of RODGERS BROTHERS, INC. as of December 31, 2002 and 2001, and the related statements of operations, changes in shareholders' equity and cash flows for the years then ended that you are filing pursuant to rule 17a-5 under the Securities Exchange Act of 1934. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Rodgers Brothers, Inc. as of December 31, 2002 and 2001, and the results of its operations and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

Our audits were conducted for the purpose of forming an opinion on the basic financial statements taken as a whole. The information contained in Schedules I and II is presented for purposes of additional analysis and is not a required part of the basic financial statements, but is supplementary information required by rule 17a-5 of the Securities and Exchange Commission. Such information has been subjected to the auditing procedures applied in the audit of the basic financial statements and, in our opinion, is fairly stated in all material respects in relation to the basic financial statements taken as a whole.

Sistem & G. LLP

January 31, 2003

# STATEMENTS OF FINANCIAL CONDITION

|   |    | December 31, |    |         |
|---|----|--------------|----|---------|
|   |    | 2002         |    | 2001    |
| <u>ASSETS</u>                                     |    |              |    |         |
| Cash  | \$ | 107,207      | \$ | 72,152  |
| Receivable from clearing organization             | •  | 32,081       | ·  | 40,681  |
| Receivables from investment advisory customers    |    | 71,584       |    | 44,073  |
| Other receivables                                 |    | ,<br>        |    | 271     |
| Securities owned (Note 3)                         |    |              |    |         |
| Marketable  |    | 13,938       |    | 83,222  |
| Other   |    | 80,519       |    | 55,100  |
| Cash deposit with clearing organization           |    | 24,950       |    | 25,000  |
| Furniture and equipment, at cost less accumulated |    |              |    |         |
| depreciation of \$28,842 and \$25,713             |    | 5,754        |    | 11,507  |
|   | \$ | 336,033      | \$ | 332,006 |
| LIABILITIES AND SHAREHOLDERS' EQUITY              |    |              |    |         |
| Accrued expenses                                  | \$ | 18,381       | \$ | 31,717  |
| Shareholders' equity                              |    |              |    |         |
| Common stock, \$1 par value; 10,000 shares        |    |              |    |         |
| authorized; 980 shares issued and outstanding     |    | 980          |    | 980     |
| Additional paid-in capital                        |    | 134,672      |    | 134,672 |
| Retained earnings                                 |    | 182,000      |    | 164,637 |
| Total shareholders' equity                        |    | 317,652      |    | 300,289 |
|   | \$ | 336,033      | \$ | 332,006 |

The accompanying notes are an integral part of these financial statements.

# STATEMENTS OF OPERATIONS

|  |      | Year ended December 31 |     |         |
|--|------|------------------------|-----|---------|
|  |      | 2002                   | _   | 2001    |
| Revenues   |      |                        |     |         |
| Commissions, net of clearing costs                 | \$   | 503,665                | \$  | 745,097 |
| Investment advisory fees                           |      | 248,202                |     | 153,765 |
| Net dealer inventory and investment gains (losses) |      | (48,230)               |     | 15,422  |
| Private placement fee (Note 8)                     |      | 15,000                 |     | 11,000  |
| Interest and dividends                             |      | 7,100                  |     | 3,533   |
| Oil and gas royalties                              |      | 2,274                  | _   |         |
|  | ·    | 728,011                | _   | 928,817 |
| Expenses   |      |                        |     |         |
| Employee compensation and benefits                 |      | 485,188                |     | 616,923 |
| Communications                                     |      | 66,982                 |     | 66,589  |
| Occupancy and equipment rental                     |      | 52,103                 |     | 48,921  |
| Other operating expenses                           |      | 92,509                 |     | 92,590  |
| Interest expense                                   |      | 1,227                  | _   | 278     |
|  | _    | 698,009                | _   | 825,301 |
| Income before provision for income taxes           |      | 30,002                 |     | 103,516 |
| Provision for income taxes (Note 5)                |      | 12,639                 | _   | 19,520  |
| Net income   | \$ _ | 17,363                 | \$_ | 83,996  |

# STATEMENTS OF CHANGES IN SHAREHOLDERS' EQUITY

Years ended December 31, 2002 and 2001

|                            | -  | Common<br>stock |     | Additional paid-in capital | _    | Retained earnings | <del>-</del> | Total<br>shareholders'<br>equity |
|----------------------------|----|-----------------|-----|----------------------------|------|-------------------|--------------|----------------------------------|
| Balance, January 1, 2001   | \$ | 980             | \$  | 134,672                    | \$   | 80,641            | \$           | 216,293                          |
| Net income                 |    |                 | _   |                            | _    | 83,996            | _            | 83,996                           |
| Balance, December 31, 2001 |    | 980             |     | 134,672                    |      | 164,637           |              | 300,289                          |
| Net income                 |    |                 | _   |                            | _    | 17,363            | _            | 17,363                           |
| Balance, December 31, 2002 | \$ | 980             | \$_ | 134,672                    | \$ _ | 182,000           | \$ _         | 317,652                          |

# STATEMENTS OF CASH FLOWS

|  |      | Year ended December 31, |             |          |
|--|------|-------------------------|-------------|----------|
|  | _    | 2002                    |             | 2001     |
|  |      |                         |             |          |
| Cash flows from operating activities                     |      |                         |             |          |
| Net income   | \$   | 17,363                  | \$          | 83,996   |
| Adjustments to reconcile net income to net cash provided |      |                         |             |          |
| by operating activities                                  |      |                         |             |          |
| Depreciation   |      | 4,870                   |             | 3,621    |
| Increase (decrease) in cash from changes in              |      |                         |             |          |
| Receivable from clearing organization                    |      | 8,600                   |             | 2,854    |
| Receivables from investment advisory customers           |      | (27,511)                |             | (15,609) |
| Marketable securities                                    |      | 69,284                  |             | (17,432) |
| Cash deposit from clearing organization                  |      | 50                      |             |          |
| Accrued expenses   |      | (13,336)                |             | 23,800   |
| Other  |      | 271                     | _           | (271)    |
| Net cash provided by operating activities                | _    | 59,591                  |             | 80,959   |
| Cash flows from investing activities                     |      |                         |             |          |
| Proceeds from sale of furniture and equipment            |      | 883                     |             |          |
| Purchases of furniture and equipment                     |      |                         |             | (8,065)  |
| Purchases of other securities                            | _    | (25,419)                |             | (35,000) |
| Net cash used in investing activities                    | _    | (24,536)                | _           | (43,065) |
| Net increase in cash                                     |      | 35,055                  |             | 37,894   |
| Cash, beginning of year                                  |      | 72,152                  |             | 34,258   |
| Cash, end of year  | \$ = | 107,207                 | \$ _        | 72,152   |
| Supplemental disclosure of cash flow information         | ď    | 10 265                  | ው           |          |
| Cash paid for income taxes                               | \$ = | 19,265                  | \$ <b>=</b> |          |
| Cash paid for interest                                   | \$ _ | 1,227                   | \$ _        | 278      |

The accompanying notes are an integral part of these financial statements.

#### NOTES TO FINANCIAL STATEMENTS

#### NOTE 1 - ORGANIZATION AND HISTORY

Rodgers Brothers, Inc. (the Company) is a general securities broker-dealer that clears customer transactions through another broker-dealer (clearing organization) on a fully disclosed basis. The Company provides agency transaction services and manages investment advisory accounts for its clients. The Company's clients are predominantly retail investors and small institutions.

#### NOTE 2 - SIGNIFICANT ACCOUNTING POLICIES

#### Revenue recognition

Commissions, net of clearing fees, are recorded on a trade date basis. Investment advisory fees are recorded as of the end of each quarter for services performed that quarter.

#### **Investments**

Securities transactions are recorded on a trade date basis.

Marketable securities at December 31, 2002 and 2001 consist of U.S. government securities, corporate bonds, corporate stocks, and purchased options and are reported at market value. Net realized and unrealized gains and losses resulting from the difference between the acquisition cost of securities or premiums paid for purchased options and the selling price or market value is included in revenue from net dealer inventory and investment gains (losses).

Other securities at December 31, 2002 and 2001 consist of certificates of deposit, partnership interests and NASD warrants and are stated at cost, which approximates fair value. NASD warrants consist of warrants to purchase 6,000 shares of The NASDAQ Stock Market, Inc. at an exercise price increasing from \$13.00 per share in 2002 to \$16.00 per share in 2006 (year of expiration).

#### Deposit with clearing organization

This deposit is to protect the clearing organization from potential losses on customer accounts introduced by the Company and is not available for operations or other use.

#### Cash

The Company maintains its cash in bank deposit accounts that, at times, may exceed federally insured limits. The Company has not experienced any losses in such accounts and does not believe it is exposed to any significant credit risk on cash.

# NOTES TO FINANCIAL STATEMENTS

(continued)

## NOTE 2 - <u>SIGNIFICANT ACCOUNTING POLICIES</u> (continued)

## Furniture and equipment

Furniture and equipment are depreciated on the straight-line method over estimated useful lives of 5 to 12 years.

## Use of estimates

Management uses estimates and assumptions in preparing financial statements. Those estimates and assumptions affect the reported amounts of assets and liabilities, and the reported revenues and expenses.

#### NOTE 3 - SECURITIES OWNED

Marketable securities at quoted market values consist of the following at December 31:

|  | <br>2002                   | _  | 2001                      |
|--|----------------------------|----|---------------------------|
| Corporate bonds Corporate stocks U.S. government obligations | \$<br>12,750<br>733<br>455 | \$ | 22,000<br>9,800<br>51,422 |
|  | \$<br>13,938               | \$ | 83,222                    |

Other securities at cost, which approximates fair value, consist of the following at December 31:

|                                    | <br>2002     | <br>2001     |
|------------------------------------|--------------|--------------|
| Investment in limited partnerships | \$<br>50,000 | \$<br>25,000 |
| NASD warrants                      | 20,100       | 20,100       |
| Certificates of deposit            | <br>10,419   | 10,000       |
|                                    | \$<br>80,519 | \$<br>55,100 |

## NOTES TO FINANCIAL STATEMENTS

(continued)

## NOTE 4 - NET CAPITAL REQUIREMENT

The Company is subject to the Securities and Exchange Commission's Uniform Net Capital Rule (Rule 15c3-1), which requires the maintenance of minimum net capital and requires that the ratio of aggregate indebtedness to net capital, both as defined, shall not exceed 15 to 1. At December 31, 2002, the Company had net capital of \$166,740, which was \$66,740 in excess of its required minimum net capital of \$100,000. At December 31, 2002, the Company's net capital ratio was 9.07 to 1.

## NOTE 5 - PROVISION FOR INCOME TAXES

The provision for income taxes consists of the following for the years ended December 31:

|                                     | -               | 2002           | _   | 2001            |
|-------------------------------------|-----------------|----------------|-----|-----------------|
| Federal income tax State income tax | \$              | 7,602<br>5,037 | \$  | 12,375<br>7,145 |
|                                     | \$ <sub>=</sub> | 12,639         | \$_ | 19,520          |

The 2002 income tax provision differs from the expense that would result from applying federal and state statutory tax rates to income before income taxes because certain expenses are not deductible.

#### NOTE 6 - RETIREMENT PLAN

The Company sponsors a profit sharing plan covering all employees who have attained the age of 21 and completed at least one year of service. The Company's contributions to the plan are discretionary. During 2002 and 2001, the Company's contributions to the plan were \$0 and \$10,000, respectively.

#### NOTE 7 - COMMITMENTS

The Company leases its office space under an operating lease which expires on August 31, 2007. The lease is non-cancelable through August 31, 2004. Total rental expense for office space was \$47,233 in 2002 and \$45,300 in 2001.

# NOTES TO FINANCIAL STATEMENTS (continued)

## NOTE 7 - <u>COMMITMENTS</u> (continued)

Future minimum rental payments at December 31, 2002 under this lease are as follows:

| 2003<br>2004 | \$<br>51,100<br>34,067 |
|--------------|------------------------|
|              | \$<br>85,167           |

The Company also leases office equipment pursuant to an informal agreement with an entity whose owners are shareholders of the Company. The lease is classified as an operating lease. Rent expense totaled \$10,000 and \$8,500 for 2002 and 2001.

#### NOTE 8 - RELATED PARTY TRANSACTION

During 2002 and 2001, the Company earned a 4% fee for the private placement of interests in limited partnerships. The managing general partner of the limited partnership and the shareholders of the Company are related.

SUPPLEMENTARY INFORMATION REQUIRED BY RULE 17a-5 OF THE SECURITIES AND EXCHANGE COMISSION

Schedule I

# COMPUTATION OF NET CAPITAL UNDER RULE 15c3-1 OF THE SECURITIES AND EXCHANGE COMMISSION

## December 31, 2002

| Net capital Total shareholders' equity  | \$            | 317,652                  |
|---|---------------|--------------------------|
| Deduct shareholders' equity not allowable for net capital   | _             |                          |
| Total shareholders' equity qualified for net capital Add  |               | 317,652                  |
| A. Liabilities subordinated to claims of general creditors allowable in computation of net capital  B. Other (deductions) or allowable credits  | _             | <br>                     |
| Total capital and allowable subordinated liabilities  |               | 317,652                  |
| Deductions and/or charges  A. Non-allowable assets-furniture and equipment, net, receivables from investment advisory customers, NASD warrants, and investment in oil and gas limited partnership |               | (147,438)                |
| Net capital before haircuts on securities positions   |               | 170,214                  |
| Haircuts on securities  A. Contractual securities commitments  B. Securities collateralizing secured demand notes  C. Trading and investment securities   |               | <br>                     |
| <ol> <li>Equity</li> <li>Certificates of deposit</li> <li>Undue concentrations</li> </ol>   | _             | (3,075)<br>(52)<br>(347) |
| Net capital   | \$ =          | 166,740                  |
| Aggregate indebtedness Items included in statement of financial condition Accrued expenses  | \$ =          | 18,381                   |
| Computation of basic net capital requirement  A. Minimum net capital required (6-2/3% of total aggregate indebtedness)  B. Minimum dollar net capital requirement                                 | \$<br>\$      | 1,225                    |
| Net capital requirement (greater of A. or B.)   | \$ =<br>\$ =  | 100,000                  |
| Excess net capital Ratio: Net capital to aggregate indebtedness   | \$<br>\$<br>= | 66,740<br>9.07 to 1      |

A reconciliation with the Company's computation included in Part II of Form X-17A-5 as of December 31, 2002 is not included because there is no material difference between the Company's computation and the computation above.

# Schedule II

# EXEMPTIVE PROVISION UNDER RULE 15c3-3

An exemption from Rule 15c3-3 is claimed based on Section (k)(2)(ii). Rodgers Brothers, Inc. clears all customer transactions through another broker-dealer on a fully disclosed basis.